

## Message Text

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PAGE 01 ADDIS 02950 120817Z  
ACTION AF-10

INFO OCT-01 EB-07 ISO-00 /018 W  
-----130902Z 046938 /10

R 111307Z MAY 77  
FM AMEMBASSY ADDIS ABABA  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 3932

UNCLAS ADDIS ABABA 2950

E.O. 11652: N/A  
TAGS: BGEN, ET  
SUBJECT: ETHIOPIAN BUSINESSMAN REQUESTS ASSISTANCE IN  
DEALING WITH US FIRMS

1. COMMERCIAL ATTACHE WAS CONTACTED MAY 6 BY AREFAYNE ABRAHAM, OWNER OF WABASHY ELECTRICAL (RESPECTED LOCAL FIRM), WHO REPORTED HE WAS EXPERIENCING DIFFICULTIES IN HIS DEALINGS WITH FREDERICK ELECTRONICS CORP. OF FRDERICK, MARYLAND. AREFAYNE EXPLAINED THAT HE HAS BEEN WORKING WITH FREDERICK FOR SOM TIME ON ETHIOPIAN TELECOMMUNICATIONS SERVICE TENDER FOR PURCHASE OF COMPUTERIZED TELEX EXCHANGES.

2. BIDS FOR TENDER MUST BE SUBMITTED BY MAY 23 AND AREFAYNE BELIEVES FREDERICK MAY NOT SUBMIT TENDER DUE TO RECENT POLITICAL DEVELOPMENTS ALTHOUGH FIRM HAS GOOD CHANCE OF WINNING TENDER. HE SAID IT WAS IMPOSSIBL FOR HIM TO EXPLAIN SITUATION TO FREDERICK VIA COMMERCIAL TELEX AND REQUESTED THAT EMBASSY CONTACT FIRM. AREFAYNE NOTED THAT PURCHASE OF TELECOMMUNICATIONS EQUIPMENT IS BEING FINANCED BY IBRD LOAN AND EQUIPMENT WOULD NOT BE DELIVRED UNTIL LAT 1978.

3. EMBASSY REQUESTS THAT USDOC CONTACT FIRM (JAMES HARTER OR LUKE WARD) AND DISCUSS CURRENT SITUATION IN ETHIOPIA. EMBASSY HAS NOT SEEN ANY INDICATION THAT RECNT POLITICAL DEVELOPMENTS HAVE AFFECTED US-ETHIOPIAN COMMERCIAL RELATIONS. WHILE EMBASSY  
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AND USDOC CANNOT OFFER ANY ASSURANCES TO FREDERICK, WE BELIEVE THAT A BIT OF "HAND HOLDING" MAY BE APPROPRIATE TO ENCOURAGE FIRM TO PURSUE THIS SIGNIFICANT TRADE OPPORTUNITY.  
MALIN

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## Message Attributes

**Automatic Decaptioning:** X  
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**Review Markings:**  
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